

SUPPLEMENT TO

© 2013 Crain Communications Inc. All rights reserved.

Automotive News

JUNE 17, 2013



TOP SUPPLIERS

SPONSORED BY:



pwc

NORTH AMERICA, EUROPE AND THE WORLD

It becomes clear

Your current situation. The path forward. Your options. Your needs and responsibilities. When you have quality, integrity and trust as a foundation for doing business, the issues become clear and often so do the answers. Our automotive professionals are ready to help you find practical and innovative strategies to help your organization advance. From operational and supply chain strategies to expanding in emerging markets, our global team of industry professionals has deep industry experience and knowledge in automotive product development, manufacturing, supply chain and sourcing.

To see our latest automotive publications, please scan below.



Major suppliers have rebounded nicely from the Great Recession with important new technology for automakers. The suppliers are expanding in Mexico, China and other rapidly growing global markets. This supplement to *Automotive News* provides a snapshot of the top 100 suppliers in the world, with separate lists of the top suppliers in Europe and North America.

> **INSIDE:** Top 100 Global Suppliers | **PAGES 3-8** | Top 100 Europe Suppliers | **PAGE 9** | Top 100 North American Suppliers | **PAGES 10-15** |

Global industry craves megasuppliers

David Sedgwick
autonews@crain.com

In the auto industry, there is less and less room these days for small, regional suppliers.

Megasuppliers have the deep pockets to build factories anywhere, support worldwide R&D and ride out recessions in key markets such as Europe.

That's why they are positioned to exploit the auto industry's growing use of global platforms.

By 2019, global platforms are expected to account for 74 percent of the world's light-vehicle production, which would be up from 65 percent last year, predicts forecaster IHS Automotive.

Suppliers "will be required to support a wide range of global markets," said Mike Jackson, IHS Automotive's director of North American forecasts. "There will be economies of scale."

Bigger fish

The term "megasupplier" plausibly applies to the 20 largest companies on the *Automotive News* list of the top 100 global suppliers for 2012. They range from Robert Bosch GmbH, the world's biggest supplier with \$36.8 billion in sales last year, to Cummins Inc., which generated revenues of \$9.0 billion.

Those companies are getting a big share of the auto industry's global contracts. Consider the case of Johnson Controls Inc., the sixth-largest global supplier with revenues last year of \$22.5 billion.

This year, the U.S.-based interiors supplier is producing door panels and con-

Big is better

Megasuppliers can

- Build plants around the world
- Maintain long-term R&D
- Support high-volume vehicle platforms
- Borrow technology from nonautomotive divisions

soles for Daimler AG's redesigned C-class sedan in factories in the United States, Germany, Hungary, the Czech Republic, Mexico, China and South Africa.

The industry's switch to global platforms "is certainly something that is working in our favor," said Boda Bolzenius, president of automotive seating at Johnson Controls. "There are fewer fish, but they are bigger."

Ford Motor Co.'s purchasing strategy offers another example of the industry trend to fewer and bigger contracts.

Last year, Ford allocated 65 percent of its global purchasing expenditures to companies on its Aligned Business Framework list of 104 preferred suppliers, up from 55 percent in 2010.

As major suppliers get more business, Ford plans to reduce its total number of suppliers to 750, down from 1,260 vendors in December.

R&D edge

When it comes to R&D, megasuppliers enjoy a major advantage over smaller rivals.

A case in point: automated vehicles, which use computers, radar and other sensors to guide themselves down the high-



"There are fewer fish, but they are bigger."

Boda Bolzenius, Johnson Controls

way without need for a human driver. Experts say the technology won't be commercially viable until 2025.

Yet Robert Bosch GmbH and Continental AG, No. 3 on the top 100 suppliers list, both boast the financial resources to mount a decade-long R&D effort. And both companies have developed prototype vehicles for road tests.

The technology got a boost this year when Mercedes-Benz unveiled its redesigned S class equipped with Traffic Jam Assist, which uses a computer to control the vehicle's speed and direction at low speeds in highway traffic.

Research on autonomous vehicles and

other cutting-edge safety technology requires deep pockets.

Last year, Bosch allotted 9 percent of its revenues — more than \$6 billion — for all of its companywide research. Bosch did not disclose its R&D budget for computer-guided vehicles.

However, the technology "is of high importance to us," said Wolf-Henning Scheider, a member of Bosch's board of management. Scheider said automated cars are one of "the main trends in the next generation of cars."

China's promise

Megasuppliers are taking advantage of their deep pockets to expand in the world's biggest market, China.

While sales no longer are rising at a zizzling 30 percent-plus a year, automakers still expect annual sales of light vehicles to top 30 million units by 2020, which would be up from 19.1 million units in 2012.

Megasuppliers such as TRW Automotive Holdings Corp. are making big investments to gain market share. TRW, No. 13 on the global list with sales of \$14.1 billion, generated 15 percent of that revenue in China.

Last year, TRW opened three plants in Shanghai, Qingdao and Wuhan, giving it more than 20 factories in China. The company also expanded production facilities in Nanjing, Chengdu and Ningbo.

An investment of that magnitude carries risks that could threaten the survival of smaller companies. JCI's Bolzenius said: "There are no small mistakes anymore." **AN**

Top 100 global OEM parts suppliers – Ranked on 2012 global OEM automotive parts sales

2012 rank	Company	Address	Executive	Total global OEM automotive parts sales (dollars in millions) 2012	Total global OEM automotive parts sales (dollars in millions) 2011	Percent North America 2012	Percent Europe 2012	Percent Asia 2012	Percent rest of world 2012	Products	2011 rank
1	Robert Bosch GmbH (49) 711-811-0; bosch.com	Postfach 106050 Stuttgart D-70049, Germany	Volkmar Denner chairman	\$36,787 e	\$39,753 e	17	52	27	4	Gasoline systems, diesel systems, chassis system controls, electrical drives, starter motors & generators, car multimedia, electronics, steering systems, battery technology, exhaust gas turbochargers and treatment systems	1
2	Denso Corp. (81) 566-25-5511; globaldenso.com	1-1 Showo-cho Kariya-Aichi 00448, Japan	Nobuaki Katoh president & CEO	34,200 fe	34,153 fe	16	11	71	2	Thermal, powertrain control, electronic & electric systems; small motors, telecommunications	2
3	Continental AG (49) 511-938-01; conti-online.com	Vahrenwalder Strasse 9 Hanover 30165, Germany	Elmar Degenhart CEO	32,800 fe	30,521 fe	21	50	25	4	Electronic & foundation brakes, stability management systems, tires, chassis systems, safety system electronics, telematics, powertrain electronics, interior modules, instrumentation, technical elastomers	3
4	Magna International Inc.† (905) 726-2462; magna.com	337 Magna Drive Aurora, Ontario L4G 7K1, Canada	Donald Walker CEO	30,428	28,300	53	40		7	Bodies, chassis, interiors, exteriors, seating, powertrain, electronics, mirrors, closures & roof systems & modules	4
5	Aisin Seiki Co. (81) 566-24-8441; aisin.co.jp	2-1 Asahi-Machi Kariya, Aichi 00448, Japan	Fumio Fujimori president	30,080 fe	27,196 fe	14	10	76		Body, brake & chassis systems; electronics, drivetrain & engine components	5
6	Johnson Controls Inc. (414) 524-1200; johnsoncontrols.com	5757 N. Green Bay Ave. Milwaukee, WI 53201, USA	Steve Roell chairman & CEO	22,515 f	21,280 f	41	47	12		Seating, overhead systems; door & instrument panels, center & overhead consoles & interior electronics, lead acid & hybrid vehicle batteries	7
7	Faurecia (33) 1-72-36-70-00; faurecia.com	2 Rue Hennape Nanterre 92735, France	Yann Delabriere chairman & CEO	22,500	22,500	27	56	10	7	Seating, emissions control technologies, interior systems, exteriors	6
8	Hyundai Mobis (82) 2-2018-5114; mobis.co.kr	679-4 SI Tower, Yeoksam1-dong, Gangnam-gu, Seoul 135-977, Korea	Jun Ho-Suck president & CEO	21,351 f	18,864 f	22	11	67		Chassis, cockpit & front-end modules; ABS, ESC, MDPS, airbags, LED lamps, ASV parts, sensors, electronic control systems, hybrid car powertrains, parts & power control units	8
9	ZF Friedrichshafen AG (49) 7541-77-0; zf.com	Graf-von-Soden-Platz 1, Friedrichshafen, Baden-Wuerttemberg 88046, Germany	Stefan Sommer CEO	18,614 f	17,860 f	19	58	18	5	Transmissions, chassis components & systems, steering systems, clutches, dampers	9
10	Yazaki Corp. (81) 0559-65-3002; yazaki-group.com	1500 Mishuku, Susono City, Shizuoka-ken Prefecture 410-1194, Japan	Yasuhiko Yazaki chairman	15,801 fe	13,931 fe	22				Wiring harnesses, connectors, junction boxes, power distribution boxes, instrumentation, high-voltage systems	14
11	Lear Corp. (248) 447-1500; lear.com	21557 Telegraph Road Southfield, MI 48033, USA	Matthew Simoncini president & CEO	14,567	14,157	39	35	17	9	Seating & electrical power management systems	13
12	Delphi Automotive PLC (248) 813-2000; delphi.com	5725 Delphi Drive Troy, MI 48098, USA	Rodney O'Neal president & CEO	14,432	16,041	34	42	18	6	Mobile electronics; powertrain, safety, thermal, controls & security systems; electrical/electronic architecture; in-car entertainment technologies	10
13	TRW Automotive Holdings Corp. (734) 855-2600; trwauto.com	12001 Tech Center Drive Livonia, MI 48150, USA	John Plant chairman, president & CEO	14,141	14,670	36	43	17	4	Steering, suspension, braking & engine components; fasteners, occupant-restraint systems, electronic safety & security systems	12
14	BASF SE (49) 621-60-0; basf.com	Carl-Bosch-Strasse 38 67056 Ludwigshafen, Germany	Kurt Bock chairman	13,168	13,168	18	58	18	6	Coatings, catalysts, engineered plastics, polyurethanes, coolants, brake fluids, battery materials	15
15	Valeo SA (33) 40-55-20-20; valeo.com	43 Rue Bayen Paris 75017, France	Jacques Aschenbroich CEO	12,816 e	15,600	17	51	25	7	Micro hybrid systems, electrical & electronic systems, thermal systems, transmissions, wiper systems, camera/sensor technology, security systems, interior controls	11
16	Sumitomo Electric Industries (81) 6-6220-4141; sei.co.jp	5-33 Kitahama, 4-chome, Chuo-ku Osaka City 541-0041, Japan	Masayoshi Matsumoto president & CEO	11,232 fe	12,066 f	21				Electrical distribution systems, electronics, connection systems	16
17	Toyota Boshoku Corp. (81) 566-23-6611; toyota-boshoku.co.jp	1-1 Toyoda-cho Kariya-shi, Aichi 448-8651, Japan	Shuhei Toyoda president	10,484 fe	10,548 fe	16	5	77	2	Seats, door trim, carpet, headliners, oil & air filters, door panels, fabrics & substrates	17
18	JTEKT Corp. (81) 52-527-1900; jtekt.co.jp	15th Floor, Midland Square, 4-7-1 Meieki Nakamura-ku, Nagoya 450-8515, Japan	Shoji Ikawa president	9,793 f	8,061 f	17	14	67	2	Bearings, steering systems, drivelines	21
19	Hitachi Automotive Systems (81) 3-4232-5300; hitachi-automotive.co.jp	Shin-Otemachi Bldg, 2-1, Otemachi 2-Chome, Chiyoda-ku, Tokyo 100-0004, Japan	Kunihiko Ohnuma chairman & CEO	9,613 fe	10,352 fe	21				Engine management, electric powertrain, drive control systems	–
20	Cummins Inc. (812) 377-5000; cummins.com	500 Jackson St. Columbus, IN 47201, USA	Tom Linebarger chairman & CEO	9,025 e	9,401	53	15	22	10	Diesel & natural gas engines	19
21	Schaeffler AG (49) 9132-82-0; schaeffler.com	Industriestrasse 1-3 Herzogenaurach 91074, Germany	Juergen Geissinger president & CEO	8,700 e	7,200 e	13	36	16	35	Anti-friction bearings, engine components, chassis & transmissions, wheel & axle bearings, clutch & transmission systems, dampers	26
22	Autoliv Inc. (46) 8-587-20-600; autoliv.com	Vasagaten 11 Box 70381 Stockholm SE-107 24, Sweden	Jan Carlson president & CEO	8,263	8,232	35	32	33		Airbags, seat belts, safety electronics, steering wheels	20
23	CalsonicKansei Corp. (81) 3-5385-0111; calsonickansei.co.jp	2-1917 Nissin-cho, Kita-ku Saitama-city, Saitama 331-8501, Japan	Hiroshi Moriya president, CEO & COO	7,801 fe	9,875 fe	21	9	19	51	Climate control, engine cooling & exhaust systems; instrument clusters, console boxes, cockpit modules, instrument panels, front-end modules	18

e = estimate f = fiscal year fe = fiscal year estimate

Foreign currency amounts were translated at the average exchange rate for that calendar or fiscal year.

To be considered for the list, please contact the Automotive News Data Center at (313) 446-6000 or e-mail: cpippen@crain.com
†Magna International Inc. percent rest of world may include countries in North America, Europe and Asia.

Top 100 global OEM parts suppliers – Ranked on 2012 global OEM automotive parts sales

2012 rank	Company	Address	Executive	Total global OEM automotive parts sales (dollars in millions) 2012	Total global OEM automotive parts sales (dollars in millions) 2011	Percent North America 2012	Percent Europe 2012	Percent Asia 2012	Percent rest of world 2012	Products	2011 rank
24	Benteler Automobiltechnik GmbH (49) 5254-81-0; benteler.com	An der Talle 27-31 Paderborn 33102, Germany	Thomas Wuensche president & CEO	\$7,643 e	\$7,408	30	58	8	4	Chassis & exhaust systems, structural products, engine application components, bumper/impact management, lightweight solutions	25
25	Gestamp Automocion SA (34) 91-379-19-99; gestamp.com	Alfonso XII, 16 Madrid 28014, Spain	Francisco Riberas president	7,599	6,450	14	65	8	13	Body-in-white stamping & assemblies, chassis hinges, power systems	32
26	Dana Holding Corp. (419) 535-4500; dana.com	3939 Technology Drive Maumee, OH 43537, USA	Roger Wood CEO	7,224	7,544	43	25	20	12	Axles, driveshafts, sealing & thermal management products, off-highway vehicle transmissions, tire management products	24
27	JATCO (81) 545-51-0754; jatco.co.jp	700-1, Imaizumi, Fuji-city, Shizuoka 417-8585, Japan	Takashi Hata president & CEO	7,223 fe	7,620 f	15	1	84		Automatic transmissions, continuously variable transmissions	23
28	Toyota Gosei Co. (81) 052-400-1055; toyoda-gosei.co.jp	1 Haruhinagahata Kiyosu Aichi 452-8564, Japan	Hajime Wakayama chairman	7,200 fe	5,820 fe	18	2	80		Sealing systems, interior systems, optoelectronics, exterior trim safety systems, rubber & plastic functionals, fuel systems	35
29	BorgWarner Inc. (248) 754-9200; borgwarner.com	3850 Hamlin Road Auburn Hills, MI 48326, USA	James Verrier president & CEO	7,183	7,115	29	50	21		Turbochargers, engine valve-timing systems, ignition systems, emissions systems, thermal systems, transmission-clutch systems, transmission-control systems & torque management systems	27
30	Mahle GmbH (49) 711-501-0; mahle.com	Pragstrasse 26-46 Stuttgart 70376, Germany	Heinz Junker chairman & CEO	7,081 f	6,189 f	23	39	26	12	Piston systems, cylinder components, valvetrain systems, air & liquid management systems, powertrain engineering	30
31	Magneti Marelli S.p.A. (39) 02-972-27-111; magnetimarelli.com	Viale Aldo Borletti 61/63 Corbetta, Milan 20011, Italy	Eugenio Razelli president & CEO	7,073 f	7,098 f	11	65	8	17	Lighting, powertrain transmissions, electronics, suspension systems, active & passive shock absorbers, exhaust systems, plastic parts	28
32	Visteon Corp. (734) 710-5000; visteon.com	One Village Center Drive Van Buren Township, MI 48111, USA	Timothy Leuliette president & CEO	6,860	8,047	18	32	44	6	Climate-control systems, electronics, interiors	22
33	HELLA KGaA Hueck & Co. (49) 2941-38-0; hella.com	Rixbecker Strasse 75 Lippstadt 59552, Germany	Rolf Breidenbach CEO	6,505 f	5,920 f	18	58	24		Electronic & lighting components & systems	32
34	GKN PLC (44) 1527-533-600; gkn.com	P.O. Box 2148, Redditch, Worcestershire B98 0WR, United Kingdom	Andy Reynolds Smith CEO, Automotive	6,438	4,745	30	38	25	7	Driveline halfshafts, driveshafts & AWD, powder metal engine & transmission components	45
35	NTN Corp. (81) 6-6443-5001; ntn.co.jp	3-17, 1-chome, Kyomachibori, Nishi-ku Osaka 550-0003, Japan	Yasunobu Suzuki chairman & CEO	6,250 fe	6,587 fe	21	20	50	9	Constant velocity joints, axle bearings, needle roller bearings, tapered roller bearings, intelligent in-wheel parts for EVs	29
36	Tenneco Inc. (847) 482-5000; tenneco.com	500 N. Field Drive Lake Forest, IL 60045, USA	Gregg Sherrill chairman & CEO	6,100	5,900	49	31		20	Emission control systems, manifolds, catalytic converters, diesel aftertreatment systems, catalytic reduction mufflers, shock absorbers, struts, electronic suspension products & systems	34
37	Mitsubishi Electric Corp. (81) 03-3218-2111; mitsubishielectric.com	2-7-3 Marunouchi, Chiyoda-ku Tokyo 100-8310, Japan	Kenichiro Yamanishi president & CEO	6,000 fe	5,557 fe	25	15	58	2	Engine management, ignition, audio & navigation systems; alternators & starter motors	39
38	Hyundai-WIA Corp. (82) 55-280-9114; hyundai-wia.com	391-8 Gaeumjeong-dong, Changwon, Gyeongnam 641110, South Korea	Myung-Chul Chung president & CEO	5,885 f	5,255 f		6	85	9	Halfshafts, sideshafts, engines, manual transmissions/transaxles, transfer cases, power transfer units, chassis modules, axles	40
39	Brose Fahrzeugteile GmbH (49) 9561-21 0; brose.com	Ketschendorfer Strasse 38-50 Coburg 96450, Germany	Juergen Otto CEO	5,778	5,611	22	58	17	3	Window regulators, door modules, seat adjusters, closure systems, power closure systems, seat adjusters, power head restraints, electric drives & motors, electronics	37
40	Plastic Omnium Co. (33) 40-87-64-00; plasticomnium.com	1 Rue du Parc Levallois Cedex 92533, France	Laurent Burelle chairman & CEO	5,585	4,840	30	47	17	6	Fascias, front-end modules, rear-end modules, fenders, body panels, fuel systems	43
41	NHK Spring Co. (81) 45-786-7511; nhkspg.co.jp	3-10 Fukuura, Kanazawa-ku Yokohama 236-0004, Japan	Kazumi Tamamura president & CEO	5,463 f	5,583 f	10		89	1	Stabilizer bars, coil springs, seats & valve springs	38
42	Koito Manufacturing (81) 3-3443-7111; koito.co.jp	4-8-3 Takanawa, Minato-ku Tokyo 108-8711, Japan	Takashi Ohtake chairman & CEO	5,243 f	5,159 f	9	4	87		Exterior lighting	41
43	Behr GmbH (49) 711-896-0; behrgroup.com	Mauserstrasse 3 Stuttgart 70449, Germany	Peter Grunow CEO	5,000 e	5,000 e	25	55	15	5	Powertrain cooling, air conditioning components, modules & systems	42
44	Takata Corp. (81) 33-582-3222; takata.com	12-31 Akasaka 2-Chome, Minato-Ku Tokyo 107-8508, Japan	Shigehisa Takada president & COO	4,861 f	4,573 f	37	29	35		Airbags, seat belts, electronics, steering wheels, interior trim & textiles	44
45	IAC Group (35) 2-267504-0; iacgroup.com	73, Cote d'Eich L-1450, Luxembourg	Wilbur Ross chairman	4,700 e	4,400	53	43	4		Instrument panels, consoles, cockpits, doors & trim, flooring, acoustics, headliners & overhead systems, other interior & exterior components	47

e = estimate f = fiscal year fe = fiscal year estimate

Foreign currency amounts were translated at the average exchange rate for that calendar or fiscal year.

To be considered for the list, please contact the Automotive News Data Center at (313) 446-6000 or e-mail: cpippen@crain.com

Top 100 global OEM parts suppliers – Ranked on 2012 global OEM automotive parts sales

2012 rank	Company	Address	Executive	Total global OEM automotive parts sales (dollars in millions) 2012	Total global OEM automotive parts sales (dollars in millions) 2011	Percent North America 2012	Percent Europe 2012	Percent Asia 2012	Percent rest of world 2012	Products	2011 rank
46	Mando Corp. (82) 31-680-6114; mando.com	343-1, Manho-ri, Poseung-myon, Pyongtaek, Kyonggi 451-821, South Korea	M. W. Chung CEO	\$4,689 f	\$4,115 f	18		82		Brake, steering & suspension systems & components	50
46	NSK (81) 3-3779-7111; nsk.com	Nissei Bldg, 1-6-3-Ohsaki, Shinagawa-ku, Tokyo 141-8560, Japan	Norio Otsuka president & CEO	4,689 fe	5,738 fe	14	14	72		Bearings, hub bearings, steering columns, electric power steering, automatic transmission products	36
48	Tokai Rika Co. (81) 587-95-5211; tokai-rika.co.jp	3-260 Toyota, Oguchi-Cho Niwa-gun, Aichi 480-0195, Japan	Yuzo Ushiyama president	4,537 fe	4,041 f	18	4	20	58	Switches, steering wheels, airbags, shifters, key cylinders & lock sets, interior & lever combination switches, floor transmission shift levers	51
49	Flex-N-Gate Corp. (217) 278-2600; flex-n-gate.com	1306 E. University Ave. Urbana, IL 61802, USA	Shahid Khan president & CEO	4,340	3,407	91	6	1	2	Plastic & steel bumpers, fascias, stamping, mechanical assemblies, running boards, prototype sheet metal, interior & exterior plastic, towing hitches, body-in-white stampings, roll forming, lighting	56
50	Federal-Mogul Corp. (248) 354-7700; federalmogul.com	26555 Northwestern Hwy. Southfield, MI 48033, USA	Rainer Jueckstock Co-CEO & CEO, Powertrain Segment	4,300 e	4,585	34	49		17	Pistons, rings, cylinder liners, piston pins, ignition & spark plugs, bearings, valve seats & guides, gaskets, seals, heat shields, brake friction materials/products, systems protection products, lighting products, wipers, fuel pumps	46
50	Goodyear Tire & Rubber Co. (330) 796-2121; goodyear.com	200 Innovaton Way Akron, OH 44316, USA	Richard Kramer chairman, president & CEO	4,300 e	4,200 e	40	40	10	10	Tires	48
52	Nemak (52) 81-8748-5200; nemak.com	Libramiento Arco Vial Km. 6.8 Garcia, NL 66000, Mexico	Armando Tamez CEO	3,902	3,594	58	29	1	12	Aluminum cylinder heads, engine blocks, transmission & other components	54
53	TS Tech Co. (81) 48-462-1121; tstech.co.jp	3-7-27 Sakae-cho, Asaka-shi, Saitama-ken 351-0012, Japan	Toshio Komeji president	3,717 f	4,170 f	40	10	21	29	Seats, interior trim, roof & door liners	53
54	Leoni AG (49) 911-2023-0; leoni.com	Marienstrasse 7 Nuremberg 90402, Germany	Klaus Probst president & CEO	3,600 fe	3,500 fe	14	63	16	8	Wires & strands, optical fibers, cables, cable systems, wiring systems, fuse & relay boxes, special connectors	–
55	Eberspaecher Holding GmbH (49) 711-939-00; eberspaecher.com	Eberspaecherstrasse 24, Esslingen, Baden-Wuerttemberg 73730, Germany	Heinrich Baumann, COO Martin Peters, CFO & Managing Partners	3,581 e	3,334 e	26	69	2	3	Silencers, catalytic converters, particulate filters, manifolds, vehicle heaters, electrical vehicle heaters, electronics	57
56	Grupo Antolin (34) 947-47-7700; grupoantolin.com	Ctra. Madrid-Irun Km. 244'8 Burgos E09007, Spain	Jose Antolin president	3,465 fe	3,423 f	26	59	9	7	Overhead systems, door modules & panels, window regulators, seat functions, interior & exterior lighting	55
57	Harman International Industries Inc. (202) 393-1101; harman.com	1101 Pennsylvania Ave. N.W., Ste. 1010 Washington, D.C. 20004, USA	Dinesh Paliwal vice chairman, president & CEO	3,230 f	2,730 f	32				Audio & infotainment systems	66
58	Alcoa Inc. (412) 553-4545; alcoa.com	201 Isabella St. Pittsburgh, PA 15212, USA	Klaus Kleinfeld chairman & CEO	3,200 e	3,300 e	75	10	5	10	Wheels, extrusions, closure panels, hoods & trunks, bumper systems & crash management systems	59
59	DuPont (302) 774-1000; dupont.com	1007 Market St. Wilmington, DE 19898, USA	Ellen Kullman chairman & CEO	3,100	6,100	30	30	30	10	High-performance polymers, elastomers, renewable sourced polymers, 31 fibers & fluoropolymers; battery separator & electronic material technologies, fabricated products, advanced composite materials, specialty chemicals, lubricants, refrigerants, films, bio-based fuels	31
60	Honeywell (973) 455-2000; honeywell.com	101 Columbia Road Morristown, NJ 07962, USA	Dave Cote chairman & CEO	3,083	3,331	16	64	19	1	Turbochargers, brake friction materials & systems	58
61	Webasto SE (49) 89-857-940; webasto.com	Kraillinger Strasse 5 Stockdorf 82131, Germany	Holger Engelmann chairman	3,077 f	2,838 f	19	49	32		Sunroofs, panorama roof systems, convertible systems, roof modules, vehicle preheating systems, roller products, advanced cab systems	64
62	Bayer MaterialScience AG (49) 214-30-25363; materialsience.bayer.com	Bldg. K12 Leverkusen 51368, Germany	Patrick Thomas CEO	3,053 e	2,881	21	39	27	13	Polycarbonates, polyurethanes, adhesives, sealants & raw materials for coatings	62
63	TI Automotive (248) 494-5000; tiautomotive.com	1272 Doris Road Auburn Hills, MI 48326, USA	Bill Kozyra chairman, president & CEO	3,000 e	3,000 e	25	40	30	5	Fluid storage, carrying and delivery technology	61
64	Draexlmaier Group (49) 8741-47-0; draexlmaier.com	Landshuter Strasse 100 Vilsbiburg, Bavaria 84137, Germany	Fritz Draexlmaier CEO	2,990 e	2,760	11	85	3	1	Complete wiring harness systems, electrical & electronic components, interior systems, cockpit and door modules	67
65	Showa Corp. (81) 485-54-1151; showa1.com	1-14-1 Fujiwara-cho, Gyoda-city Saitama Prefecture 361-8506, Japan	Yoichi Hojo president	2,964 fe	2,516 fe	22	3	66	9	Shock absorbers, power steering gearboxes & pumps, propeller shaft, gas springs	69
66	American Axle & Mfg. Holdings Inc. (313) 758-2000; aam.com	One Dauch Drive Detroit, MI 48211, USA	David Dauch president & CEO	2,931	2,585	82	3	7	8	Driveline & drivetrain systems & related components	68
67	Iochpe-Maxion SA (55) 11-5508-3800; iochpe.com	Rua Luigi Galvani 146-13 Andar Sao Paulo-SP 04575-020, Brazil	Dan Ioschpe CEO	2,921 fe	1,740 fe	24	28	7	41	Wheels, structural components	–
68	Martinrea International Inc. (416) 749-0314; martinrea.com	3210 Langstaff Road Vaughan, Ontario L4K 5B2, Canada	Nick Orlando president & CEO	2,901	2,193	79	19		2	Body, chassis & fluid handling components; assemblies & modules	78

e = estimate f = fiscal year fe = fiscal year estimate

Foreign currency amounts were translated at the average exchange rate for that calendar or fiscal year.

To be considered for the list, please contact the Automotive News Data Center at (313) 446-6000 or e-mail: cpippen@crai.com

Top 100 global OEM parts suppliers – Ranked on 2012 global OEM automotive parts sales

2012 rank	Company	Address	Executive	Total global OEM automotive parts sales (dollars in millions) 2012	Total global OEM automotive parts sales (dollars in millions) 2011	Percent North America 2012	Percent Europe 2012	Percent Asia 2012	Percent rest of world 2012	Products	2011 rank
69	Cooper-Standard Automotive (248) 596-5900; cooperstandard.com	39550 Orchard Hill Place Drive Novi, MI 48375, USA	Jeffrey Edwards CEO	\$2,881 fe	\$2,854 f	52	35	8	5	Sealing, fuel, brake & emissions, thermal management & anti-vibration systems	63
70	Hyundai Powertech Co. (82) 41-661-9114; powertech.co.kr	958 Chungui-Ro, Jigok-myun, Seosan-shi, Chungnam 356-863, South Korea	Youngdeuk Lim CEO	2,858 e	2,645 e	33	6	61		Automatic transmissions	–
71	Inteva Products (424) 655-8886; intevaproducts.com	1401 Crooks Road Troy, MI 48084, USA	Lon Offenbacher president & CEO	2,800 f	2,800 f	49	32	19		Closures, interiors & roof systems; motors, electronics	65
72	Keihin Corp. (81) 03-3345-3411; keihin-corp.co.jp	Shinjuku Nomura Bldg. 39F 1-26-2, Nishi-shinjuku, Shinjuku-ku Tokyo 163-0539, Japan	Tsuneo Tanai president	2,650 fe	2,083 f	25	2	38	36	Air & fuel management systems; electronic systems, HVAC systems, electronic management systems	–
73	Alpine Electronics Inc. (81) 246-36-4111; alpine.com	20-1 Yoshima-Kogyodanchi Iwaki, Fukushima 970-1192, Japan	Toru Usami CEO	2,600 fe	1,900 fe	33	50	17		Navigation, telematics, sound & video systems	80
74	Asahi Glass Co. (81) 3-3218-5555; agc-automotive.com	1-5-1, Marunouchi, Chiyoda-ku Tokyo 100-8405, Japan	Kazuhiko Ishimura CEO	2,543 fe	2,366 fe	13	26	61		Glazing systems	73
75	SKF Automotive Division (46) 31-337-1000; skf.com	Hornsgatan 1 Gothenburg SE-41550, Sweden	Tryggve Sthen president, SKF Automotive	2,529	2,784	22	46	19	13	Bearings, seals, clutch assemblies, molded rubber products, drive-by-wire systems	–
76	WABCO Holdings Inc. (32) 2-663-98-00; wabco-auto.com	Chaussee de Wavre, 1789 Brussels 1160, Belgium	Jacques Esculier chairman & CEO	2,477	2,794	11	60	20	9	Safety & control systems; braking, stability & transmission automation systems	75
77	Mitsuba Corp. (81) 277-52-0111; mitsuba.co.jp	2681, 1-Chome, Hirosawa-Cho, Kiryu, Gunma Prefecture 376-8555, Japan	Tsuneo Akuto president & CEO	2,470 fe	2,500 fe	20	5	75		Wiper systems; fan, power window, seat, starter & sunroof, motors, power slide door assemblies, power tailgate systems	70
78	Infineon Technologies AG (49) 89-2340; infineon.com	Am Campeon 1-12 Neubiberg 85579, Germany	Reinhard Ploss CEO	2,400 fe	2,270 f	17	49	34		Microcontrollers, intelligent sensors; power semiconductors & power modules for powertrains; safety & body & convenience applications	–
79	KSPG AG (49) 7132-33-0; kspg.com	Karl Schmidt Strasse Neckarsulm 74172, Germany	Gerd Kleinert CEO	2,392 e	3,227	12	71	9	8	Pistons, emission control products, oil & water pumps, engine blocks, manifolds, bearings	60
80	Linamar Corp. (519) 836-7550; linamar.com	287 Speedvale Ave. W. Guelph, Ontario N1H 1C5, Canada	Linda Hasenfratz CEO	2,339	2,117	82	10	7	1	Engine camshafts, connecting rods, cylinder heads & blocks, balance shaft assemblies, fuel rails, transmission gears, differentials, clutch modules, shafts & shell assemblies, all-wheel-drive systems	76
81	Leopold Kostal GmbH (49) 2351-16-0; kostal.com	An der Bellmerlei 10 Luedenscheid, NRW 58513, Germany	Andreas Kostal chairman	2,273	2,099	15	59	19	7	Steering column modules, roof modules, center console modules, body, door & seat control units; control panels, switches, connector systems	77
82	Nexteer Automotive (989) 757-5000; nexteer.com	3900 E. Holland Road Saginaw, MI 48601, USA	Laurent Bresson president & CEO	2,200 e	2,200 e	71	15	12	2	Electric power steering, hydraulic power steering, steering columns, halfshafts	74
83	CIE Automotive SA (34) 94-605-62-00; cieautomotive.com	C/Iparraguirre 34, 2 Dcha Bilbao, Vizcaya 48011, Spain	Jesus Maria Herrera CEO	2,190	2,480	21	51	2	26	Engine & powertrain components, chassis & steering components, exterior & interior trim, roof systems components	71
84	Stanley Electric Co. (81) 3-6866-2222; stanley.co.jp	2-9-13 Nakameguro, Meguro-ku Tokyo 153-8636, Japan	Takanori Kitano president & representative director	2,105 fe	1,859 fe	13	3	83	1	Exterior lighting, electronics, LED devices, optical sensors optical devices for communications, sub miniature lamps, cold cathode fluorescent lamps & LCDs	83
85	Tower International (248) 675-6000; towerinternational.com	17672 N. Laurel Park Drive, Ste. 400E Livonia, MI 48152, USA	Mark Malcolm president & CEO	2,051	2,030	44	37	9	10	Body structures & assemblies, lower vehicle frames & structures, chassis modules & systems, suspension components	72
86	Autoneum Management AG (41) 52-244-8282; autoneum.com	Schlossstrasse 43 Postfach Winterthur CH-8406, Switzerland	Martin Hirzel CEO	2,047 f	1,942 f	42	46	5	7	Acoustic & thermal management systems, interior trim, carpet, heat shields, engine bay, interior floor, underbody, body treatment	79
87	TrelleborgVibracoustic (49) 6151-3964-210; tbvc.com (previously Trelleborg Automotive)	Europaplatz 4 Darmstadt 64293, Germany	Hans-Jurgen Goslar speaker for the board of management	2,000 e	1,800 e	20	60	14	6	Engine mounts, suspension mounts, exhaust mounts, MCU spring aids, torsional vibration dampers, air springs, tuned mass dampers	–
88	Ryobi (81) 847-41-1341; ryobi.com	762 Mesaki-cho, Fuchu-shi, Hiroshima-ken 726-8628, Japan	Hiroshi Urakami chairman & CEO	1,995 fe	1,200 fe	20	4	76		Aluminum high-pressure die castings, powertrain & structural components	–
89	Tokai Rubber Industries (81) 568-77-2121; tokai.co.jp	3-1 Higashi, Komaki Komaki City, Aichi 485-8550, Japan	Yoshiaki Nishimura president	1,941 fe	2,074 fe	19	3	78		Anti-vibration molded rubber, fuel delivery systems	–
90	Hyundai Dymos Inc. (82) 31-369-9912; hyundai-dymos.com	703-2, Galhyun-ri, Seongyeon-myun Seosan-si, Chungnam, South Korea	Junmo Yoon CEO	1,935 fe	1,790 f	3	19	77	1	Transmissions, axles, seating systems	86
91	Royal Philips Electronics (31) 4027-91111; philips.com	Amstelplein 2 Amsterdam MX1070, Netherlands	Frans van Houten president & CEO	1,886 e	1,816 e	9	30	50	11	Lighting, playback modules, car radio integrated circuits, liquid crystal displays	85

e = estimate f = fiscal year fe = fiscal year estimate

Foreign currency amounts were translated at the average exchange rate for that calendar or fiscal year.

To be considered for the list, please contact the Automotive News Data Center at (313) 446-6000 or e-mail: cpippen@crain.com

Top 100 global OEM parts suppliers – Ranked on 2012 global OEM automotive parts sales

2012 rank	Company	Address	Executive	Total global OEM automotive parts sales (dollars in millions) 2012	Total global OEM automotive parts sales (dollars in millions) 2011	Percent North America 2012	Percent Europe 2012	Percent Asia 2012	Percent rest of world 2012	Products	2011 rank
92	CITIC Dicastal Co. (86) 335-5358549; dicastal.com	No.185 Longhai Road Qinhuangdao, Hebei 066011, China	Zuo Xu general manager	\$1,881 f	\$1,291 f	23	34	43	1	Aluminum alloy wheels, aluminum casting parts	97
93	Kautex Textron GmbH (49) 228-488-0; kautex.com	Kautextr. 52 Bonn D-53229, Germany	Vicente Perez-Lucerga president & CEO	1,845 f	1,820 f	41	46	13		Fuel tank systems, clear vision systems, selective catalytic reduction, systems, camshafts, packaging	84
94	PPG Industries Inc. (412) 434-3131; ppg.com	One PPG Place Pittsburgh, PA 15272, USA	Charles Bunch chairman & CEO	1,780 e	1,730 e	53	25	19	4	Coatings, paint	87
95	F-Tech Inc. (81) 480-85-7236; ftech.co.jp	19 Showanuma Shobumachi, Minami Saitama-gun, Saitama Prefecture 346-0194, Japan	Tsuguo Kimura president	1,724 fe	1,654 f	52		48		Chassis, suspension systems, control arms, pedal assemblies, hydroforming	89
96	Akebono Brake Industry Co. (81) 3-3668-5171; akebono-brake.com	19-5 Nihonbashi Koamicho Chuo-ku Tokyo 103-8534, Japan	Hisataka Nobumoto chairman, president & CEO	1,694 fe	1,900 fe	53	2	46		Brake friction materials, foundation brake assemblies	80
97	Pioneer Corp. (81) 44-580-3211; pioneer.co.jp	1-1 Shin-ogura, Saiwai-ku, Kawasaki-shi, Kanagawa 212-0031, Japan	Susumu Kotani president & CEO	1,693 fe	1,294 fe	20	11	67	2	Audio & video entertainment, navigation systems	96
98	HBPO GmbH (49) 2941-2838-0; hbpogroup.com	Rixbecker Strasse 111 Lippstadt 59552, Germany	Martin Schueler president & CEO	1,670	1,470	30	58	12		Front-end modules	94
99	Eaton Corp. (440) 523-5000; eaton.com	1000 Eaton Blvd. Cleveland, OH 44122, USA	Alexander Cutler chairman & CEO	1,600 e	1,610 e	43	43	10	4	Engine valves, valve actuation components, fluid connectors & conveyance, superchargers, torque controls, engine & transmission controls, fuel emission & safety controls	90
100	Dura Automotive Systems (248) 299-7500; duraauto.com	1780 Pond Run Auburn Hills, MI 48326, USA	Lynn Tilton CEO	1,598 fe	1,540 fe	36	54	4	7	Control systems including shifters, park brakes, seat hardware & cable systems; structural systems including lightweight door & body structures; exterior systems including glass systems & exterior trim systems	92

e = estimate f = fiscal year fe = fiscal year estimate

Foreign currency amounts were translated at the average exchange rate for that calendar or fiscal year.

To be considered for the list, please contact the Automotive News Data Center at (313) 446-6000 or e-mail: cpippen@crain.com

INDEX

Aisin Seiki Co.	5	Dura Automotive Systems	100	Johnson Controls Inc.....	6	Robert Bosch GmbH.....	1
Akebono Brake Industry Co.	96	Eaton Corp.	99	JTEKT Corp.	18	Royal Philips Electronics	91
Alcoa Inc.	58	Eberspaecher Holding GmbH	55	Kautex Textron GmbH	93	Ryobi	88
Alpine Electronics Inc.	73	Faurecia	7	Keihin Corp.	72	Schaeffler AG	21
American Axle & Mfg. Holdings Inc.	66	Federal-Mogul Corp.	50	Koito Manufacturing	42	Showa Corp.	65
Asahi Glass Co.	74	Flex-N-Gate Corp.....	49	KSPG AG	79	SKF Automotive Division.....	75
Autoliv Inc.	22	F-Tech Inc.	95	Lear Corp.	11	Stanley Electric Co.	84
Autoneum Management AG	86	Gestamp Automocion SA	25	Leoni AG	54	Sumitomo Electric Industries	16
BASF SE.....	14	GKN PLC	34	Leopold Kostal GmbH.....	81	Takata Corp.	44
Bayer MaterialScience AG.....	62	Goodyear Tire & Rubber Co.....	50	Linamar Corp.	80	Tenneco Inc.	36
Behr GmbH	43	Grupo Antolin	56	Magna International Inc.	4	TI Automotive	63
Benteler Automobiltechnik GmbH	24	Harman International Industries Inc.	57	Magneti Marelli S.p.A.....	31	Tokai Rika Co.	48
BorgWarner Inc.	29	HBPO GmbH	98	Mahle GmbH	30	Tokai Rubber Industries	89
Brose Fahrzeugteile GmbH	39	HELLA KGaA Hueck & Co.	33	Mando Corp.	46	Tower International	85
CalsonicKansei Corp.	23	Hitachi Automotive Systems	19	Martinrea International Inc.	68	Toyota Gosei Co.....	28
CIE Automotive SA	83	Honeywell	60	Mitsuba Corp.....	77	Toyota Boshoku Corp.	17
CITIC Dicastal Co.	92	Hyundai Dymos Inc.	90	Mitsubishi Electric Corp.....	37	TrelleborgVibracoustic	87
Continental AG	3	Hyundai Mobis	8	Nemak	52	TRW Automotive Holdings Corp.	13
Cooper-Standard Automotive	69	Hyundai Powertech Co.	70	Nexteer Automotive	82	TS Tech Co.	53
Cummins Inc.	20	Hyundai-WIA Corp.....	38	NHK Spring Co.	41	Valeo SA	15
Dana Holding Corp.	26	IAC Group	45	NSK	46	Visteon Corp.	32
Delphi Automotive PLC	12	Infineon Technologies AG	78	NTN Corp.	35	WABCO Holdings Inc.	76
Denso Corp.	2	Inteva Products	71	Pioneer Corp.	97	Webasto SE	61
Draxlmaier Group	64	Iochepe-Maxion SA	67	Plastic Omnium Co.	40	Yazaki Corp.	10
DuPont	59	JATCO	27	PPG Industries Inc.	94	ZF Friedrichshafen AG.....	9

Top 50 European OEM parts suppliers – Ranked on 2012 European OEM parts sales

2012 Europe rank	2012 global rank	Company	Total Europe OEM automotive parts sales (dollars in millions) 2012	Total Europe OEM automotive parts sales (dollars in millions) 2011	2011 Europe rank	2011 global rank	2012 Europe rank	2012 global rank	Company	Total Europe OEM automotive parts sales (dollars in millions) 2012	Total Europe OEM automotive parts sales (dollars in millions) 2011	2011 Europe rank	2011 global rank
1	1	Robert Bosch GmbH bosch.com	\$19,129 e	\$21,467 e	1	1	26	55	Eberspaecher Holding GmbH eberspaecher.com	\$2,471 e	\$2,467 e	26	57
2	3	Continental AG continental-corporation.com	16,400 fe	15,871 fe	2	3	27	34	GKN PLC gkn.com	2,446	1,661	–	45
3	7	Faurecia faurecia.com	12,600	13,950	3	6	28	8	Hyundai Mobis mobis.co.kr	2,391 f	2,000 f	–	8
4	4	Magna International Inc. magna.com	12,171	12,169	4	4	29	54	Leoni AG leoni.com	2,254 fe	2,261 fe	–	–
5	9	ZF Friedrichshafen AG zf.com	10,796 f	10,894 f	5	9	30	32	Visteon Corp. visteon.com	2,195	2,897	20	22
6	6	Johnson Controls Inc. johnsoncontrols.com	10,582 f	10,853 f	6	7	31	50	Federal-Mogul Corp. federalmogul.com	2,107 e	2,430	27	46
7	14	BASF SE basf.com	7,637	7,374	8	15	32	56	Grupo Antolin grupoantolin.com	2,031 fe	2,193 f	–	55
8	15	Valeo SA valeo.com	6,536 e	8,268	7	11	33	45	IAC Group iacgroup.com	2,021 e	1,892	–	47
9	12	Delphi Automotive PLC delphi.com	6,011	7,218	10	10	34	60	Honeywell honeywell.com	1,973	2,255	29	58
10	13	TRW Automotive Holdings Corp. trwauto.com	6,010	7,232	9	12	35	36	Tenneco Inc. tenneco.com	1,891	2,006	–	34
11	11	Lear Corp. lear.com	5,098	5,663	11	13	36	26	Dana Holding Corp. dana.com	1,806	1,886	–	24
12	25	Gestamp Automocion SA gestamp.com	4,939	4,386	15	32	37	50	Goodyear Tire & Rubber Co. goodyear.com	1,720 e	1,680 e	–	48
13	31	Magneti Marelli S.p.A. magnetimarelli.com	4,583 f	4,905 f	12	28	38	79	KSPG AG kspg.com	1,705 e	1,646	–	60
14	24	Benteler Automobiltechnik GmbH benteler.com	4,433 e	4,593	13	25	39	61	Webasto SE webasto.com	1,508 f	1,533 f	–	64
15	33	HELLA KGaA Hueck & Co. hella.com	3,773 f	3,493 f	18	32	40	76	WABCO Holdings Inc. wabco-auto.com	1,486	1,732	–	75
16	2	Denso Corp. globaldenso.com	3,762 fe	4,098 fe	14	2	41	44	Takata Corp. takata.com	1,405 f	1,171 f	–	44
17	29	BorgWarner Inc. borgwarner.com	3,592	3,557	17	27	42	18	JTEKT Corp. jtekt.co.jp	1,371 f	1,209 f	–	21
18	39	Brose Fahrzeugteile GmbH brose.com	3,351	3,591	16	37	43	20	Cummins Inc. cummins.com	1,354 e	1,786	–	19
19	21	Schaeffler AG schaeffler.com	3,132 e	2,736 e	23	26	44	81	Leopold Kostal GmbH kostal.com	1,341	1,532	–	77
20	5	Aisin Seiki Co. aisin.co.jp	2,858 fe	2,828 fe	22	5	45	73	Alpine Electronics Inc. alpine.com	1,300 fe	950 fe	–	80
21	30	Mahle GmbH mahle.com	2,762 f	2,661 f	24	30	46	35	NTN Corp. ntn.co.jp	1,250 fe	1,317 fe	–	29
22	43	Behr GmbH behrgroup.com	2,750 e	2,850 e	21	42	47	63	TI Automotive tiautomotive.com	1,200 e	1,350 e	–	61
23	22	Autoliv Inc. autoliv.com	2,644	3,128	19	20	47	87	TrelleborgVibracoustic (previously Trelleborg Automotive) tbvc.com	1,200 e	1,152 e	–	–
24	40	Plastic Omnium Co. plasticomnium.com	2,625	2,517	25	43	49	62	Bayer MaterialScience AG materialscience.bayer.com	1,191 e	1,181 e	–	62
25	64	Draexlmaier Group draexlmaier.com	2,542 e	2,346 e	30	67	50	–	Georg Fischer Automotive AG gfau.com	1,177	1,687 f	–	–

e = estimate f = fiscal year fe = fiscal year estimate

Foreign currency amounts were translated at the average exchange rate for that calendar or fiscal year.

To be considered for the list, please contact the Automotive News Data Center at (313) 446-6000 or e-mail: cpippen@crain.com

Mexico beckons global suppliers

David Sedgwick
autonews@crain.com

Mexico has its mojo back. Once overlooked during the auto industry's Great Migration to China, Mexico has become a favored destination for global suppliers that must boost North American production.

Over the past year, at least seven of the 10 biggest companies on the *Automotive News* list of the top 100 suppliers to North America in 2012 have built factories or expanded existing ones in Mexico.

And it's not just megasuppliers that are bulking up in Mexico.

According to an April survey of 107 suppliers by the Original Equipment Suppliers Association, 81 percent of respondents said they have factories in Mexico, up from 71 percent a year ago.

But the move to Mexico is not a stampede. Suppliers are building plants in Mexico to ease production bottlenecks, a growing concern now that annual North American light-vehicle production this year is expected to top 16 million units.

"Suppliers in North America are looking to add capacity judiciously, so that they don't get ahead of the curve," said David Andrea, the supplier organization's senior vice president of industry analysis. "The true test will be to stay disciplined."

Audi's invitation

Suppliers often cite factors such as Mexico's low wages, industrious workers and proximity to the U.S. market. But in many cases, suppliers move to Mexico because their customers want them there. Advantageous trade treaties allow automakers to export vehicles to the United States, South America and Europe.

For example, Audi AG will be able to export Q5 crossovers built in Mexico to Europe without paying a 10 percent tariff. By contrast, Audi would have to pay a \$3,000 duty for a U.S.-built Q5 imported into Europe.

Why Mexico?

- Wages are low.
- Shipping costs are low.
- Trade treaties give manufacturers access to many markets.
- Workers are productive.

So when Audi announced plans last month to build an assembly plant in Mexico, the German automaker invited suppliers to visit its plant site in San Jose Chiapa.

A dusty, two-lane highway links the rural town to Mexico City, 114 miles to the west.

A 17th century church is the town's best known landmark, and a visitor to its neighborhoods would see unpaved roads, rooftop clotheslines and graffiti-covered walls.

All that is going to change, now that Audi has announced plans to build an assembly plant with an initial production capacity of 150,000 units.

Audi, which will purchase at least 65 percent of the Q5's parts in Mexico, will trigger a migration of suppliers to the area.

Already, road crews are building a modern highway to Audi's property while suppliers tour the location and prepare their bids to supply the Q5 crossover.

One of those potential vendors is Hella KGaA Hueck & Co., which will open a \$97 million lighting plant this month in nearby Irapuato. Hella, which produces daytime running lights for Audi, hopes to win the Q5 contract.

"We are building a new plant because we have decided that our manufacturing hub for the Americas will be in Mexico," said Ignacio Moreno, chief of Hella's lighting operations in North and South America.

Hella is No. 50 on the *Automotive News* list of the top 100 suppliers to North America in 2012.

Audi is not alone. Toyota Motor Corp. is reviewing every component that it imports to its North American assembly plants to see what can be produced locally.

Toyoda Gosei Co., which produces interior trim, seals, fuel lines, airbags and instrument panels for Toyota, has gotten the message.

President Tadashi Arashima said he has earmarked \$115 million to expand production this year in his network of plants in Canada, the United States and Mexico.

In Mexico the company is expanding two plants, including one in Matamoros where 1,000 workers make airbags for Toyota and other customers.

As Matamoros expands, Toyoda Gosei will reduce airbag imports from its plants in Vietnam and China. The company's plant in Haiphong has grown too big for yet another expansion, while factory wages in the China plant have doubled in the past five years.

By comparison, Mexico looks good, Arashima said. Labor costs are low, and shipping costs are reasonable. "Mexico has very competitive wages, and the employees work very hard,"

Arashima said. Toyoda Gosei is No. 46 on the North American supplier list.

Gang violence

In truth, Mexico also carries some risk.

Arashima told *Automotive News* that his plant in Matamoros near the Texas border has not suffered any violence

Tadashi Arashima, president of supplier Toyoda Gosei Co.: "Mexico has very competitive wages, and the employees work very hard."

from the drug cartels that infest Mexico's border states. Other suppliers have not been so lucky.

According to the Original Equipment Suppliers Association's April survey, 28 percent of respondents reported security incidents involving a plant or personnel over the past 12 months, up from 22 percent the previous year.

The survey noted that respondents described incidents of "trespassing, theft, kidnapping, ransom, extortion and murder."

Security has become a significant factor in plant site decisions, said Mark Rakoski, Mitsubishi Electric Corp.'s North American sales director. Mitsubishi Electric is No. 40 on the list.

Mitsubishi Electric is building a \$33 million factory — its first Mexico plant — in Queretaro to produce starters and alternators.

Queretaro, which is 135 miles northwest of Mexico City, is near plants operated by Volkswagen, Mazda, Nissan and Honda. It also is safer than Mexico's border states, which have suffered frequent bouts of gang-related violence, Rakoski said.

Mitsubishi chose Queretaro in part because "we wanted to be in a safer region," Rakoski said. "The border area is not the best place to do business."

The plant in Mexico also will allow the Japanese supplier to reduce parts shipments from Japan to North America, Rakoski said.

The Mexico plant will let Mitsubishi eliminate the risk of currency fluctuations — a major headache for imports — and eliminate the six- to eight-week lead time needed to ship components across the Pacific Ocean.

"We are getting pressure from all our customers," Rakoski said.

"All major automakers have taken this stance. They tell us to localize, localize, localize." **AN**

Gabe Nelson contributed to this report



Top 100 suppliers – The largest suppliers to North America, ranked by sales of original equipment parts in 2012

2012 rank	Company	Address	Top executive	Total North America OEM automotive parts sales (dollars in millions) 2012	Total North America OEM automotive parts sales (dollars in millions) 2011	Total worldwide OEM automotive parts sales (dollars in millions) 2012	Total worldwide OEM automotive parts sales (dollars in millions) 2011	Products	2011 rank
1	Magna International Inc. (905) 726-2462; magna.com	337 Magna Drive Aurora, Ontario L4G 7K1, Canada	Donald Walker CEO	\$16,127	\$14,716	\$30,428	\$28,300	Bodies, chassis, interiors, exteriors, seating, powertrains, electronics, mirrors, closures, roof systems & modules	1
2	Johnson Controls Inc. (734) 254-5000; johnsoncontrols.com	49200 Halyard Drive Plymouth, MI 48170	Beda Bolzenius president, automotive experience	9,231 f	7,874 f	22,515 f	21,280 f	Seating, overhead systems, door & instrument panels, center & overhead consoles, interior electronics, lead acid & hybrid vehicle batteries	2
3	Continental Automotive Systems U.S. Inc. (248) 393-5300; conti-online.com	One Continental Drive Auburn Hills, MI 48326	Samir Salman CEO, Continental, NAFTA Region	6,888 fe	5,799 fe	32,800 fe	30,521 fe	Electronic & foundation brakes, stability management systems, tires, chassis systems, safety system electronics, telematics, powertrain electronics, interior modules, instrumentation, technical elastomers	3
4	Robert Bosch (248) 876-1000; boschusa.com	38000 Hills Tech Drive Farmington Hills, MI 48331	Mike Mansueti president	6,254 e	5,565 e	36,787 e	39,753 e	Gasoline systems, diesel systems, chassis systems controls, electrical drives, starter motors & generators, car multimedia, electronics, steering systems, battery technology, exhaust gas turbochargers & treatment systems	4
5	Faurecia (248) 409-3500; faurecia.com	2500 Executive Hills Blvd. Auburn Hills, MI 48326	Michael Heneka president, North America	6,075	4,725	22,500	22,500	Seating, emissions control technologies, interior systems, exteriors	8
6	Lear Corp. (248) 447-1500; lear.com	21557 Telegraph Road Southfield, MI 48033	Matthew Simoncini president & CEO	5,681	4,955	14,567	14,157	Seating & electrical power management systems	7
7	Denso International America Inc. (248) 350-7500; densocorp-na.com	24777 Denso Drive, P.O. Box 5133 Southfield, MI 48086	Hikaru Sugi president & CEO	5,472 fe	5,464 fe	34,200 fe	34,153 fe	Thermal, powertrain control, electronic & electric systems; small motors, telecommunications	5
8	TRW Automotive Inc. (734) 855-2600; trwauto.com	12025 Tech Center Drive Livonia, MI 48150	John Plant chairman, president & CEO	5,105	4,621	14,141	14,670	Steering, suspension, braking & engine components; fasteners, occupant-restraint systems, electronic safety & security systems	9
9	Delphi Automotive Systems (248) 813-2000; delphi.com	5725 Delphi Drive Troy, MI 48098	Rodney O'Neal president & CEO	4,969	5,133	14,432	16,041	Mobile electronics; powertrain, safety, thermal, controls & security systems; electrical/electronic architecture; in-car entertainment technologies	6
10	Cummins Inc. (812) 377-5000; cummins.com	500 Jackson St. Columbus, IN 47201	Tom Linebarger chairman & CEO	4,783 e	4,136	9,025 e	9,401	Diesel & natural gas engines	10
11	Mobis North America (248) 426-5577; mobis.co.kr	23255 Commerce Drive Farmington Hills, MI 48335	Jun Ho-Suck president & CEO	4,719 f	3,811 f	21,351 f	18,864 f	Chassis, cockpit & front-end modules; ABS, ESC, MDPS, airbags, LED lamps, ASV parts, sensors, electronic control systems, hybrid car powertrains, parts & power control units	11
12	Aisin World Corp. of America (734) 453-5551; aisinworld.com	46501 Commerce Center Drive Plymouth, MI 48170	Masayasu Saito president	4,121 fe	3,291 fe	30,080 fe	27,196 fe	Body, brake & chassis systems, electronics, drivetrain, & engine components	13
13	Flex-N-Gate Corp. (217) 278-2600; flex-n-gate.com	1306 E. University Ave. Urbana, IL 61802	Shahid Khan president & CEO	3,949	3,066	4,340	3,407	Plastic & steel bumpers, fascias, stamping, mechanical assemblies, running boards, prototype sheet metal, interior & exterior plastic, towing, hitches, body-in-white stampings, roll forming, lighting	14
14	ZF North America Inc. (734) 416-6200; zf.com	15811 Centennial Drive Northville, MI 48168	Julio Caspari president	3,537 f	2,679 f	18,614 f	17,860 f	Transmissions, chassis components & systems, steering systems, clutches, dampers	17
15	Yazaki North America Inc. (734) 983-1000; yazaki-na.com	6801 Haggerty Road Canton, MI 48187	Nigel Thompson president & CEO	3,508 fe	3,051 fe	15,801 fe	13,931 fe	Wiring harnesses, connectors, junction boxes, power distribution boxes, instrumentation, high voltage systems	15
16	Dana Holding Corp. (419) 887-3000; dana.com	3939 Technology Drive Maumee, OH 43537	Roger Wood CEO	3,106	2,942	7,224	7,544	Axles, driveshafts, sealing, tire & thermal management products	12
17	Tenneco Inc. (734) 243-8000; tenneco.com	1 International Drive Monroe, MI 48161	Hari Nair COO	2,989	2,714	6,100	5,900	Emission control systems, manifolds, catalytic converters, diesel aftertreatment systems, catalytic reduction mufflers, shock absorbers, struts, electronic suspension products & systems	16
18	Autoliv North America (248) 475-9000; autoliv.com	1320 Pacific Drive Auburn Hills, MI 48326	Steve Fredin president, The Americas	2,892	2,387	8,263	8,232	Airbags, seat belts, safety electronics, steering wheels	20
19	IAC Group (248) 455-7000; iacgroup.com	28333 Telegraph Road Southfield, MI 48034	James Kamsickas president & CEO	2,491 e	2,288	4,700 e	4,400	Instrument panels, consoles, cockpits, doors & trim, flooring, acoustics, headliners & overhead systems, other interior & exterior components	23
20	Sumitomo Electric Wiring Systems Inc. (270) 782-7397; sewsus.com	1018 Ashley St. Bowling Green, KY 42103	Masayoshi Matsumoto president & CEO	2,404 fe	1,906 fe	11,232 fe	12,066 f	Electrical distribution systems, electronics, connection systems	27
21	American Axle & Manufacturing Holding Inc. (313) 758-2000; aam.com	One Dauch Drive Detroit, MI 48211	David Dauch president & CEO	2,403	2,327	2,931	2,585	Driveline & drivetrain systems & related components for light trucks, SUVs, passenger cars, crossover vehicles & commercial vehicles	22
22	Alcoa Inc. (412) 553-4545; alcoa.com	201 Isabella St. Pittsburgh, PA 15212	Klaus Kleinfeld chairman & CEO	2,400 e	2,475 e	3,200 e	3,300 e	Wheels, extrusions, closure panels, hoods & trunks, bumper & crash management systems	19

e = estimate f = fiscal year fe = fiscal year estimate

Foreign currency amounts were translated at the average exchange rate for that calendar or fiscal year.

To be considered for the list, please contact the Automotive News Data Center at (313) 446-6000 or e-mail: cpippen@crain.com

Top 100 suppliers – The largest suppliers to North America, ranked by sales of original equipment parts in 2012

2012 rank	Company	Address	Top executive	Total North America OEM automotive parts sales (dollars in millions) 2012	Total North America OEM automotive parts sales (dollars in millions) 2011	Total worldwide OEM automotive parts sales (dollars in millions) 2012	Total worldwide OEM automotive parts sales (dollars in millions) 2011	Products	2011 rank
23	BASF Corp. (973) 245-6000; basf.com/usa	100 Campus Drive Florham Park, NJ 07932	Hans Engel CEO	\$2,370	\$2,634	\$13,168	\$13,168	Coatings, catalysts, engineered plastics, polyurethanes, coolants, brake fluids, battery materials	18
24	Martinrea International Inc. (416) 749-0314; martinrea.com	3210 Langstaff Road Vaughan, Ontario L4K 5B2, Canada	Nick Orlando president & CEO	2,298	1,888	2,901	2,193	Body, chassis & fluid handling components; assemblies & modules	31
25	Benteler Automotive Corp. (248) 377-9999; benteler.com	2650 N. Opdyke Road, Bldg. B Auburn Hills, MI 48326	Thomas Wuensche president & CEO	2,293 e	2,000	7,643 e	7,408	Chassis & exhaust systems, structural products, engine application components, bumper/impact management, lightweight solutions	26
26	Nemak North America (52) 81-8748-5200; nemak.com	Libramiento Arco Vial Km. 6.8 Garcia, NL 66000, Mexico	Napoleon Cantu business unit director, Mexico operations	2,263	1,977	3,902	3,594	Aluminum cylinder heads, engine blocks, transmission & other components	25
27	Valeo Inc. (248) 619-8300; valeo.com	150 Stephenson Hwy. Troy, MI 48083	Francoise Colpron president, North America	2,179 e	2,340	12,816 e	15,600	Micro hybrid systems, electrical & electronic systems, thermal systems, transmissions, wiper systems, camera/sensor technology, security systems, interior controls	21
28	BorgWarner Inc. (248) 754-9200; borgwarner.com	3850 Hamlin Road Auburn Hills, MI 48326	James Verrier president & CEO	2,083	1,850	7,183	7,115	Turbochargers, engine valve-timing systems, ignition systems, emissions systems, thermal systems, transmission-clutch systems, transmission-control systems & torque management systems	28
29	Hitachi Automotive Systems Americas Inc. (859) 734-9451; hap.com	955 Warwick Road Harrodsburg, KY 40330	Toru Kamioka president & CEO	2,019 fe	1,863 fe	9,613 fe	10,352 fe	Engine management, electric powertrain & drive control systems	–
30	GKN Driveline (248) 377-1200; gkndriveline.com	3300 University Drive Auburn Hills, MI 48326	Max Owen president, Americas	1,931	1,424	6,438	4,745	Driveline halfshafts, driveshafts & AWD systems; powder metal engine & transmission components	36
31	Linamar Corp. (519) 836-7550; linamar.com	287 Speedvale Ave. W. Guelph, Ontario N1H 1C5, Canada	Linda Hasenfratz CEO	1,918	1,736	2,339	2,117	Engine camshafts, connecting rods, cylinder heads & blocks, balance shaft assemblies, fuel rails, transmission gears, differentials, clutch modules, shafts & shell assemblies, all-wheel-drive systems	30
32	TK Holdings Inc. (248) 373-8040; takata.com	2500 Takata Drive Auburn Hills, MI 48326	Shunkichi Shimizu chairman & CEO	1,779 f	1,473 f	4,861 f	4,573 f	Airbags, seat belts, electronics, steering wheels, interior trim & textiles	34
33	Goodyear Tire & Rubber Co. (330) 796-2121; goodyear.com	1144 E. Market St. Akron, OH 44316	Steve McClellan president, North American Tire	1,720 e	1,680 e	4,300 e	4,200 e	Tires	32
34	Plastic Omnium Co. (248) 458-0700; plasticomnium.com	2710 Bellingham Road, Ste. 400 Troy, MI 48083	Marc Cornet president, business unit North America	1,676	1,307	5,585	4,840	Fascias, front-end modules, rear-end modules, fenders, body panels, fuel systems	41
35	JTEKT Automotive Group Cos. (734) 454-1500; jtekt.co.jp	47771 Halyard Drive Plymouth, MI 48170	Noriya Murase president	1,665 f	1,290 f	9,793 f	8,061 f	Bearings, steering systems, drivelines	42
36	Toyota Boshoku America Inc. (859) 817-4000; toyota-boshoku.com/us	1360 Dolwick Drive, Ste. 125 Erlanger, KY 41018	Shigetoshi Miyoshi chairman & CEO	1,658 fe	1,582 fe	10,484 fe	10,548 fe	Seats, door trim, carpet, headliners, oil & air filters, door panels, fabrics & substrates	33
37	CalsonicKansei North America Inc. (931) 684-4490; calsonic.com	One Calsonic Way Shelbyville, TN 37162	Seiichi Kakizawa president	1,638 fe	2,074 fe	7,801 fe	9,875 fe	Climate control, engine cooling & exhaust systems; instrument clusters, console boxes, cockpit modules, instrument panels, front-end modules	24
38	Mahle Industries Inc. (423) 318-3170; mahle.com	23030 Haggerty Road Farmington Hills, MI 48335	Roland Zitt president	1,629 f	1,052 f	7,081 f	6,189 f	Piston systems, cylinder components, valvetrain systems, air & liquid management systems, powertrain engineering	49
39	Nexteer Automotive (989) 757-5000; nexteer.com	3900 E. Holland Road Saginaw, MI 48601	Laurent Bresson president & COO	1,562 e	1,452 e	2,200 e	2,200 e	Electric power steering, hydraulic power steering, steering columns, halfshafts	35
40	Mitsubishi Electric Automotive America Inc. (513) 398-2220; mea-mea.com	4773 Bethany Road Mason, OH 45040	Nobuyuki Nakagaki president & CEO	1,500 fe	1,223 fe	6,000 fe	5,557 fe	Engine management, ignition, audio & navigation systems; alternators & starter motors	45
41	Cooper-Standard Automotive (248) 596-5900; cooperstandard.com	39550 Orchard Hill Place Drive Novi, MI 48375	Bill Pumphrey president, North America	1,498 fe	1,390 fe	2,881 fe	2,854 f	Sealing, fuel, brake & emissions, thermal management & anti-vibration systems	38
42	TS Tech North America Inc. (614) 575-4100; tstech.co.jp	8458 E. Broad St. Reynoldsburg, OH 43068	Kazuhisa Saito president	1,487 f	1,543 f	3,717 f	4,170 f	Seats, interior trim, roof & door liners	40
43	Federal-Mogul Corp. (248) 354-7700; federalmogul.com	26555 Northwestern Hwy. Southfield, MI 48033	Rainer Jueckstock Co-CEO & CEO, Powertrain segment	1,462 e	1,284	4,300 e	4,585	Pistons, rings, cylinder liners, piston pins, ignitions & spark plugs, bearings, valve seats & guides, gaskets, seals, heat shields, brake friction materials/products, systems protection products, lighting products, wipers, fuel pumps	44
44	Inteva Products (248) 655-8886; intevaproducts.com	1401 Crooks Road Troy, MI 48084	Lon Offenbacher president & CEO	1,372 f	1,400 f	2,800 f	2,800 f	Closures, interior & roof systems; motors, electronics	37
45	NTN Bearing Corp. of America (847) 298-7500; ntnamerica.com	1600 E. Bishop Ct., P.O. Box 7604 Mount Prospect, IL 60056	Pete Eich president	1,313 fe	1,383 fe	6,250 fe	6,587 fe	Constant velocity joints, axle bearings, needle roller bearings, tapered roller bearings, intelligent in-wheel parts for EVs	39

e = estimate f = fiscal year fe = fiscal year estimate

Foreign currency amounts were translated at the average exchange rate for that calendar or fiscal year.

To be considered for the list, please contact the Automotive News Data Center at (313) 446-6000 or e-mail: cpippen@crain.com

Top 100 suppliers – The largest suppliers to North America, ranked by sales of original equipment parts in 2012

2012 rank	Company	Address	Top executive	Total North America OEM automotive parts sales (dollars in millions) 2012	Total North America OEM automotive parts sales (dollars in millions) 2011	Total worldwide OEM automotive parts sales (dollars in millions) 2012	Total worldwide OEM automotive parts sales (dollars in millions) 2011	Products	2011 rank
46	Toyoda Gosei North America Corp. (248) 280-2100; toyodagosei.com	1400 Stephenson Hwy. Troy, MI 48083	Toru Koyama president	\$1,296 fe	\$873 fe	\$7,200 fe	\$5,820 fe	Sealing systems, interior systems, optoelectronics, exterior trim safety systems, rubber & plastic functionals, fuel systems	53
47	Brose North America Inc. (248) 339-4000; brose.com	3933 Automation Ave. Auburn Hills, MI 48326	John Dunn president	1,271	954	5,778	5,611	Window regulators, door modules, seat adjusters, closure systems, power closure systems, seat adjusters, power head restraints, electric drives & motors, electronics	51
48	Behr America Inc. (248) 743-3700; behrgroup.com	2700 Daley Drive Troy, MI 48083	Wilm Uhlenbecker president & CEO	1,250 e	1,100 e	5,000 e	5,000 e	Powertrain cooling, air conditioning components, modules & systems	47
49	Visteon Corp. (734) 710-5000; visteon.com	One Village Center Drive Van Buren Township, MI 48111	Timothy Leuliette president & CEO	1,235	1,288	6,860	8,047	Climate-control systems, electronics, interiors	43
50	HELLA Corporate Center USA Inc. (734) 414-0900; hellacom	43811 Plymouth Oaks Blvd. Plymouth, MI 48170	Martin Fischer president & CEO, HELLA Electronics Division, Americas	1,171 f	1,066 f	6,505 f	5,920 f	Electronic & lighting components & systems	48
51	Schaeffler Group USA Inc. (248) 528-9080; schaeffler.us	1750 E. Big Beaver Road Troy, MI 48083	Bruce Warmbold president & CEO	1,131 e	792 e	8,700 e	7,200 e	Anti-friction bearings, engine components, chassis & transmissions, wheel & axle bearings, clutch & transmission systems, dampers	59
52	JATCO USA Inc. (248) 306-9200; jatco-usa.com	38700 Country Club Drive, Ste. 100 Farmington Hills, MI 48331	Tomoyoshi Satoh president	1,098 fe	884 f	7,223 fe	7,620 f	Automatic transmissions, continuously variable transmissions	52
53	Gestamp North America (248) 743-3400; gestamp.com	2701 Troy Center Drive, Ste. 150 Troy, MI 48084	Jeff Wilson president	1,064	710	7,599	6,450	Body-in-white stamping & assemblies, chassis hinges, power systems	64
54	Harman International Industries Inc. (202) 393-1101; harman.com	1101 Pennsylvania Ave. NW., Ste 1010 Washington, D.C. 20004	Dinesh Paliwal vice chairman, president & CEO	1,037 f	669 f	3,230 f	2,730 f	Audio & infotainment systems	66
55	PPG Industries Inc. (412) 434-3131; ppg.com	One PPG Place Pittsburgh, PA 15272	Charles Bunch chairman & CEO	943 e	830 e	1,780 e	1,730 e	Coatings & paint	55
55	Powertech America Inc. (706) 902-6800; powertech.co.kr	220 Fort Drive LaGrange, GA 30240	Sungho Baek director	943 e	688 e	2,858 e	2,645 e	Automatic transmissions	–
57	Eberspaecher North America Inc. (248) 994-7015; eberspaecher.com	29101 Haggerty Road Novi, MI 48377	Douglas Swick president	931 e	667 e	3,581 e	3,334 e	Silencers, catalytic converters, particulate filters, manifolds, vehicle heaters, electrical vehicle heaters, electronics	67
58	DuPont Automotive (800) 441-7515; automotive.dupont.com	950 Stephenson Hwy. Troy, MI 48007	Chris Murphy global automotive director	930	1,830	3,100	6,100	High-performance polymers, elastomers, renewable sourced polymers, fibers & fluoropolymers; battery separator & electronic material technologies, fabricated products, advanced composite materials, specialty chemicals, lubricants, refrigerants, films, bio-based fuels	29
59	Tower Automotive Inc. (248) 675-6000; towerinternational.com	17672 N. Laurel Park Drive, Ste. 400 Livonia, MI 48152	Jim Bernard president, North America	902	812	2,051	2,030	Body structures & assemblies, lower vehicle frames & structures, chassis modules & systems, suspension components	57
60	F & P America Mfg. Inc. (937) 339-0212; fandp.com	2101 Corporate Drive Troy, OH 45373	Kenichi Ando president	901 fe	782 f	1,724 fe	1,654 f	Chassis, suspension systems, control arms, pedal assemblies, hydroforming	60
61	Akebono Brake Corp. (270) 234-5500; akebonobrakes.com	301 Ring Road Elizabethtown, KY 42701	Kanji Miyajima president & CEO	893 fe	988 fe	1,694 fe	1,900 fe	Brake friction materials, foundation brake assemblies	50
62	Grupo Antolin North America Inc. (248) 373-1749; grupoantolin.com	1700 Atlantic Blvd. Auburn Hills, MI 48326	Max Rogers regional manager, North America	886 fe	733 f	3,465 fe	3,423 f	Overhead systems, door modules & panels, window regulators, seat functions, interior and exterior lighting	63
63	Alpine Electronics of America Inc. (310) 326-8000; alpine-usa.com	19145 Gramercy Place Torrance, CA 90501	Kazunobu Watanabe president	858 fe	475 fe	2,600 fe	1,900 fe	Navigation, telematics, sound & video systems	86
64	Autoneum North America Inc. (248) 848-0100; autoneum.com	38555 Hills Tech Drive Farmington Hills, MI 48331	Richard Derr president & CEO	852 f	644 f	2,047 f	1,942 f	Acoustic systems, interior trim, carpet, thermal management systems, heat shields; engine bay, interior floor, underbody, body treatments	68
65	Mando America Corp. (248) 668-4300; mando.com	29930 Hudson Drive Novi, MI 48377	Chang Ho Kim president	830 f	839 f	4,689 f	4,115 f	Brake, steering & suspension systems/components	54
66	Superior Industries International Inc. (818) 902-2700; supind.com	7800 Woodley Ave. Van Nuys, CA 91406	Steven Borick chairman, president & CEO	822 fe	822 fe	822 fe	822 fe	Aluminum wheels	56
67	TRAM Inc. (734) 254-8500; tokai-rika.co.jp	47200 Port St. Plymouth, MI 48170	Mikio Kato president	817 fe	687 f	4,537 fe	4,041 f	Switches, steering wheels, airbags, shifters, key cylinders & lock sets interior & lever combination switches, floor transmission shift levers	65
68	ABC Group (416) 246-1782; abcgroupinc.com	2 Norelco Drive Toronto, Ontario M9L 2X6, Canada	Helga Schmidt chairman, president & CEO	810 e	765 e	900 e	850 e	Air & fluid management systems, HVAC, fuel systems, interior systems, exterior systems, flexible products	62

e = estimate f = fiscal year fe = fiscal year estimate

Foreign currency amounts were translated at the average exchange rate for that calendar or fiscal year.

To be considered for the list, please contact the Automotive News Data Center at (313) 446-6000 or e-mail: cpippen@crain.com

Top 100 suppliers – The largest suppliers to North America, ranked by sales of original equipment parts in 2012

2012 rank	Company	Address	Top executive	Total North America OEM automotive parts sales (dollars in millions) 2012	Total North America OEM automotive parts sales (dollars in millions) 2011	Total worldwide OEM automotive parts sales (dollars in millions) 2012	Total worldwide OEM automotive parts sales (dollars in millions) 2011	Products	2011 rank
69	Kautex Textron North America (248) 616-5100; kautex.com	750 Stephenson Hwy. Troy, MI 48083	Ken Johns vp, operations North America	\$756 f	\$528 f	\$1,845 f	\$1,820 f	Fuel tank systems, clear vision systems, selective catalytic reduction systems, camshafts, packaging	78
70	TI Automotive (248) 494-5000; tiautomotive.com	1272 Doris Road Auburn Hills, MI 48326	Bill Kozyra chairman & CEO	750 e	630 e	3,000 e	3,000 e	Fluid storage, carrying & delivery technology	70
71	Magneti Marelli Holding USA (248) 418-3000; magnetimarelli.com	3900 Automation Ave. Auburn Hills, MI 48326	James Rosseau country representative	743 f	461 f	7,073 f	7,098 f	Lighting, powertrains, transmissions, electronics, suspensions systems, active & passive shock absorbers, exhausts, plastic components	88
72	AEES (248) 489-4900; aeesinc.com	36555 Corporate Dr., Ste. 300 Farmington Hills, MI 48331	Frank Sovis president, North America	724 fe	408 fe	1,207 fe	715 fe	Wiring harnesses, electrical distribution centers, connectors, terminals, electronics	–
73	Maxion Wheels (734) 737-5000; maxionwheels.com	15300 Centennial Drive Northville, MI 48168	Fred Bentley CEO	698 fe	228 fe	2,921 fe	1,740 fe	Wheels, structural components	–
74	Eaton Corp. (440) 523-5000; eaton.com	1000 Eaton Blvd. Cleveland, OH 44122	Alexander Cutler chairman & CEO	688 e	1,127 e	1,600 e	1,610 e	Engine valves, valve actuation components, fluid connectors & conveyance, superchargers, torque controls, engine & transmission controls, fuel emission & safety controls	46
75	Keihin North America Inc. (317) 578-5260; keihin-na.com	9900 Westpoint Drive, Ste. 132 Indianapolis, IN 46140	Koki Onuma president	665 fe	523 f	2,650 fe	2,083 f	Air & fuel management systems; electronic systems, HVAC systems, electronic management systems	–
76	American Showa Inc. (740) 965-1133; amshowa.com	707 W. Cherry St. Sunbury, OH 43074	Masashi Matsuo president	661 fe	480 fe	2,964 fe	2,516 fe	Shock absorbers, power steering gearboxes & pumps propeller shafts, gas springs	85
77	NSK Americas (734) 913-7500; us.nsk.com	4200 Goss Road, P.O. Box 134007 Ann Arbor, MI 48105	Brian Lindsay president & COO	656 fe	631 fe	4,689 fe	5,738 fe	Bearings, hub bearings, steering columns, electric power steering, & automatic transmission components	69
78	Bayer MaterialScience (412) 777-2000; materialsience.bayer.com	100 Bayer Road Pittsburgh, PA 15205	Gerald MacCleary president	641 e	547 e	3,053 e	2,881	Polycarbonates, polyurethanes, raw materials for coatings, adhesives, sealants	76
79	Van-Rob Inc. (905) 727-8585; van-rob.com	200 Vandorf Sideroad Aurora, Ontario L4G 0A2, Canada	Dennis Berry CEO	640 e	580 e	640 e	580 e	Large structural interior, chassis components & welded assemblies; instrument panel beams, engine cradles, buckhead assemblies, underbody modular assemblies to body & white, bumper systems	72
80	Clarion Corp. of America (310) 327-9100; clarion.com/us	6200 Gateway Drive Cypress, CA 90630	Paul Lachner president	597 fe	613 fe	1,531 fe	1,571 fe	In-vehicle cloud-based networks, infotainment & navigation systems with smartphone integration, vision & safety systems, multimedia systems & components.	71
81	Shiloh Industries Inc. (330) 558-2600; shiloh.com	880 Steel Drive Valley City, OH 44280	Ramzi Hermiz president & CEO	586 f	518 f	586 f	518 f	Engineered welded blanks, structural components & assemblies	80
82	Webasto Roof Systems Inc. (248) 997-5100; webasto.com	1757 Northfield Drive Rochester Hills, MI 48309	Erik Roeren president & CEO	585 f	454 f	3,077 f	2,838 f	Sunroofs, panorama roof systems, convertible systems, roof modules, vehicle pre-heating systems, roller products, advanced cab systems	90
83	Dura Automotive Systems (248) 299-7500; durauto.com	1780 Pond Run Auburn Hills, MI 48326	Lynn Tilton CEO	575 fe	554 fe	1,598 fe	1,540 fe	Control systems including shifters, park brakes, seat hardware & cable systems; structural systems including lightweight door & body structures; exterior systems including glass systems & exterior trim systems	75
84	Freescale Semiconductor Inc. (512) 895-2000; freescale.com	6501 William Cannon Drive W. Austin, TX 78735	Rich Beyer chairman & CEO	574 e	573 e	1,550 e	1,685 e	Semiconductors, microcontrollers, sensor products	73
85	Michelin North America Inc.* (864) 458-5000; michelin.com	One Parkway, S. Greenville, SC 29615	Pete Selleck president & chairman	568 e	490 e	1,573 e	1,484 e	Tires	–
86	SRG Global Inc. (586) 757-7800; srgglobal.com	23751 Amber Ave. Warren, MI 48089	Kevin Baird president & CEO	563 e	525 e	750 e	700 e	Grilles, nameplates, exterior trim, extrusions & metal stampings	79
87	SKF Automotive (734) 414-6800; skfusa.com	46815 Port St. Plymouth, MI 48170	Gregg Rasmussen vp, global sales car chassis business unit	556	529	2,529	2,784	Bearings, seals, clutch assemblies, molded rubber products, drive-by-wire systems	–
88	Metaldyne (734) 207-6200; metaldyne.com	47659 Halyard Drive Plymouth, MI 48170	Thomas Amato president & CEO	551 e	506 e	1,060 e	1,055 e	Precision-engineered solutions for engines, transmission & driveline applications, powder forged connecting rods, balance shaft systems, rubber & viscous crankshaft dampers, powder metal components, transmission modules, differential gears & assemblies, cold & warm forged components	82
89	NHK International Corp. (248) 926-0111; nhkspg.co.jp	50706 Varsity Court Wixom, MI 48393	Yosei Morioka president & COO	546 f	558 f	5,463 f	5,583 f	Stabilizer bars, coil springs, seats & valve springs	74
90	Multimatic Inc. (905) 470-9149; multimatic.com	85 Valleywood Drive Markham, Ontario L3R 5E5, Canada	Peter Czapka president & CEO	527 e	513 e	650 e	625 e	Hinge systems, stamped welded assemblies, suspension systems	81

e = estimate f = fiscal year fe = fiscal year estimate

Foreign currency amounts were translated at the average exchange rate for that calendar or fiscal year.

*2011 estimates have been revised

To be considered for the list, please contact the Automotive News Data Center at (313) 446-6000 or e-mail: cpippen@crain.com

Top 100 suppliers – The largest suppliers to North America, ranked by sales of original equipment parts in 2012

2012 rank	Company	Address	Top executive	Total North America OEM automotive parts sales (dollars in millions) 2012	Total North America OEM automotive parts sales (dollars in millions) 2011	Total worldwide OEM automotive parts sales (dollars in millions) 2012	Total worldwide OEM automotive parts sales (dollars in millions) 2011	Products	2011 rank
91	Grede Holdings (248) 440-9500; grede.com	4000 Town Center, Ste. 500 Southfield, MI 48075	Douglas Grimm chairman, president & CEO	\$506	\$440	\$506	\$440	Bearing caps, brake calipers, control arms, steering knuckles, turbocharger housings, power steering pump housings, differential carriers & cases, engine brackets, industrial valve bodies	94
92	HBPO North America Inc. (248) 823-7076; hbpogroup.com	2852 Daley Drive Troy, MI 48083	Tibor Wesseling president	501	456	1,670	1,470	Front-end modules	89
93	American Mitsuba Corp. (989) 773-0377; www.americanmitsuba.com	2945 Three Leaves Drive Mount Pleasant, MI 48858	Yoshimasa Kimura president & CEO	494 fe	500 fe	2,470 fe	2,500 fe	Wiper systems; power window, starter, fan, seat & sunroof motors; power slide door assemblies, power tailgate systems	83
94	Honeywell (734) 392-5500; honeywell.com	47548 Halyard Drive Plymouth, MI 48170	Tony Schultz vp, the Americas, Honeywell Turbo Technologies	493	470	3,083	3,331	Turbochargers, brake friction materials & systems	87
94	Leoni Wiring Systems Inc. (520) 741-0895; leoni.com	2861 N. Flowing Wells Road Tucson, AZ 85705	Martin Gloesslein CEO, Leoni Business Area NAFTA	493 fe	410 fe	3,600 fe	3,500 fe	Wires & strands, optical fibers, cables, cable systems, wiring systems, fuse & relays boxes, special connectors	—
94	North American Lighting (217) 465-6600; nal.com	2277 S. Main St. Paris, IL 61944	Greg Conrad president & COO	493 f	547 f	5,243 f	5,159 f	Exterior lighting	76
97	Sanluis Rassini S.A. DE C.V. (734) 454-4904; sanluisrassini.com	14500 Beck Road Plymouth, MI 48170	Bob Anderson CEO	488 f	447 f	714 f	754 f	Leaf springs, parabolic springs, coil springs, braking systems components	91
98	Gentex Corp. (616) 772-1800; gentex.com	600 N. Centennial St. Zeeland, MI 49464	Fred Bauer chairman & CEO	484 fe	440 fe	1,100 fe	1,000 f	Interior & exterior auto-dimming rearview mirrors, advanced electronic features & components, SmartBeam HBA & DFL advanced lighting-assist, rear camera displays, compasses, LED turn signals, side blind-zone indicators, driver assist features	93
99	CIE Automotive USA Inc. (248) 848-1669; cieautomotive.com	37675 Pembroke Livonia, MI 48152	Inigo Unzaga commercial director	460	446	2,190	2,480	Engine & powertrain components, chassis & steering components, exterior & interior trim, roof systems components	92
100	Alps Electric North America Inc. (248) 391-9950; alps.com	1500 Atlantic Blvd. Auburn Hills, MI 48326	Dave (Hiroyuki) Sato president	450 f	440 f	450 f	440 f	Electric & electro-mechanical components, steering wheel module, steering wheel switches, window switches, remote keyless, tire pressure monitoring systems HVAC panels, rearview cameras, touchpad control units, Haptic devices	—

INDEX

ABC Group	68	Delphi Automotive Systems	9	Johnson Controls Inc.	2	Powertech America Inc.	55
AEES	72	Denso International America Inc.	7	JTEKT Automotive Group Cos.	35	PPG Industries Inc.	55
Aisin World Corp. of America	12	DuPont Automotive	58	Kautex Textron North America	69	Robert Bosch	4
Akebono Brake Corp.	61	Dura Automotive Systems	83	Keihin North America Inc.	75	Sanluis Rassini, S.A. DE C.V.	97
Alcoa Inc.	22	Eaton Corp.	74	Lear Corp.	6	Schaeffler Group USA Inc.	51
Alpine Electronics of America Inc.	63	Eberspaecher North America Inc.	57	Leoni Wiring Systems Inc.	94	Shiloh Industries Inc.	81
Alps Electric North America Inc.	100	F & P America Mfg. Inc.	60	Linamar Corp.	31	SKF Automotive	87
American Axle & Manufacturing Holding Inc.	21	Faurecia	5	Magna International Inc.	1	SRG Global Inc.	86
American Mitsuba Corp.	93	Federal-Mogul Corp.	43	Magneti Marelli Holding USA	71	Sumitomo Electric Wiring Systems Inc.	20
American Showa Inc.	76	Flex-N-Gate Corp.	13	Mahle Industries Inc.	38	Superior Industries International Inc.	66
Autoliv North America	18	Freescall Semiconductor Inc.	84	Mando America Corp.	65	Tenneco Inc.	17
Autoneum North America Inc.	64	Gentex Corp.	98	Martinrea International Inc.	24	TI Automotive	70
BASF Corp.	23	Gestamp North America	53	Maxion Wheels	73	TK Holdings Inc.	32
Bayer MaterialScience	78	GKN Driveline	30	Metaldyne	88	Tower Automotive Inc.	59
Behr America Inc.	48	Goodyear Tire & Rubber Co.	33	Michelin North America Inc.	85	Toyoda Gosei North America Corp.	46
Benteler Automotive Corp.	25	Grede Holdings	91	Mitsubishi Electric Automotive America Inc.	40	Toyota Boshoku America Inc.	36
BorgWarner Inc.	28	Grupo Antolin North America Inc.	62	Mobis North America	11	TRAM Inc.	67
Brose North America Inc.	47	Harman International Industries Inc.	54	Multimatic Inc.	90	TRW Automotive Inc.	8
CalsonicKansei North America Inc.	37	HBPO North America Inc.	92	Nemak North America	26	TS Tech North America Inc.	42
CIE Automotive USA Inc.	99	HELLA Corporate Center USA Inc.	50	Nexteer Automotive	39	Valeo Inc.	27
Clarion Corp. of America	80	Hitachi Automotive Systems Americas Inc.	29	NHK International Corp.	89	Van-Rob Inc.	79
Continental Automotive Systems U.S. Inc.	3	Honeywell	94	North American Lighting	94	Visteon Corp.	49
Cooper-Standard Automotive	41	IAC Group	19	NSK Americas	77	Webasto Roof Systems Inc.	82
Cummins Inc.	10	Inteva Products	44	NTN Bearing Corp. of America	45	Yazaki North America Inc.	15
Dana Holding Corp.	16	JATCO USA Inc.	52	Plastic Omnium Co.	34	ZF North America Inc.	14

e = estimate f = fiscal year fe = fiscal year estimate

Foreign currency amounts were translated at the average exchange rate for that calendar or fiscal year.

To be considered for the list, please contact the Automotive News Data Center at (313) 446-6000 or e-mail: cpippen@crain.com

Insights that put you in the fast lane

Knowledge drives informed decisions. That's why automotive executives are looking for insight into today's complex issues and industry shifts. And that is why we provide perspectives on issues such as global automotive market conditions and trends, automotive innovation strategies, game-changing operational strategies, as well as the latest on automotive supply chain, manufacturing and strategic sourcing trends and practices. To gain additional insight, visit www.pwc.com/auto.

To see our latest automotive publications, please scan below.

